

Message Text

UNCLASSIFIED

PAGE 01 WARSAW 05164 270806Z

20

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-04 /024 W

----- 027901

R 270723Z JUL 76

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 2832

INFO /USDOC WASHDC

UNCLAS WARSAW 5164

COMMERCE FOR BEWT/TDAD

DEPT PASS EXIMBANK

E.O. 11652: N/A

TAGS: BTIO, BEXP, BTRA, PL

SUBJECT: MAJOR PROJECT: FURNITURE-MANUFACTURING COMPLEX

1. POLIMEX-CEKOP DIRECTOR TADEUSZ KAMINSKI WILL BE VISIT-
ING THE U.S. IN THE SECOND HALF OF AUGUST AND HAS REQUESTED
EMBASSY ASSISTANCE IN MEETING WITH REPRESENTATIVES OF
ENGINEERING FIRMS AND MANUFACTURERS OF FURNITURE-PROCESSING
EQUIPMENT. KAMINSKI IS PARTICULARLY INTERESTED IN MEETING
WITH COMMERCE AND WITH MR. ALBRIGHT, VICE PRESIDENT FOR
EUROPE AND CANADA AT EXIMBANK.

2. KAMINSKI WILL BE INITIATING DISCUSSIONS CONCERNING
PLANT DESIGN AND EQUIPMENT FOR A FURNITURE-MANUFACTURING
COMPLEX, WHICH HE ESTIMATES WILL ENTAIL THE PURCHASE OF
OVER \$130 MILLION OF EQUIPMENT FROM ABROAD. THE PROJECT
WOULD INCLUDE SEPARATE PLANTS FOR PRODUCTION OF METAL
PARTS (HINGES, LOCKS, AND SLIDING PARTS), FIBERBOARD,
FURNITURE PARTS (AT LEAST TWO PLANTS FOR LEGS, TOPS,
ETC), VENEERING, AND PROBABLY FINISHING AND UPHOLSTERING.
THE PLANTS WOULD BE DESIGNED TO TURN OUT HIGH-QUALITY
FURNITURE, PARTICULARLY REPRODUCTIONS OF ANTIQUES.

3. THIS PROJECT IS ONLY IN A FORMATIVE STAGE. KAMINSKI
SAID HE WANTS AN INITIAL IDEA OF THE POSSIBILITIES FOR
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 WARSAW 05164 270806Z

EXIM FINANCING BEFORE INITIATING SERIOUS NEGOTIATIONS WITH

U.S. FIRMS. KAMINSKI SAID THAT HE HAS BEEN DISCOURAGED FROM INITIATING DISCUSSIONS WITH .S. FIRMS DUE TO THE LACK OF COMPETITIVE FINANCING FOR U.S. EXPORTS. HE EXPRESSED PARTICULAR DISAPPOINTMENT WITH THE TERMS OFFERED FOR A \$200 MILLION WOOD-PULP AND PAPER PROJECT WHICH WAS EVENTUALLY SIGNED WITH AUSTRIAN AND CANADIAN FIRMS LAST YEAR.

ACCORDING TO KAMINSKI, THE INTEREST RATE ON U.S. PURCHASES WOULD HAVE BEEN TWO PERCENTAGE POINTS HIGHER (10 PERCENT VS. 8 PERCENT) THAN THAT AGREED TO WITH THE AUSTRIANS AND CANADIANS.

4. WE HAVE ENCOURAGED KAMINSKI TO GIVE U.S. FIRMS A CHANCE TO BID ON THE PROJECT AND HAVE EMPHASIZED THAT HE SHOULD LOOK AT THE TOTAL PACKAGE OFFERED, NOT MERELY THE INTEREST RATE. KAMINSKI SAID POLIMEX-CEKOP IS SERIOUSLY CONSIDERING LETTING THIS AS A TURN-KEY PROJECT AND THAT WILLINGNESS OF EXIM OR U.S. BANKS TO FINANCE LOCAL COSTS WOULD BE A KEY FACTOR.

5. WE REQUEST THAT COMMERCE CONTACT U.S. ENGINEERING FIRMS AND SUPPLIERS AND INDICATE WHETHER THEY WOULD BE WILLING TO MEET WITH KAMINSKI DURING THE THIRD OR FOURTH WEEK OF AUGUST. TENTATIVE APPOINTMENTS WITH EXIM AND COMMERCE, PREFERABLY WITH MR ALBRIGHT AND DEPUTY ASSISTANT SECRETARY DOWNEY, WOULD BE APPRECIATED. KAMINSKI WILL PROBABLY VISIT THE POLISH COMMERCIAL OFFICE IN CHICAGO DURING THE WEEK OF AUGUST 16 AND BE AVAILABLE FOR WASHINGTON APPOINTMENTS THE FOLLOWING WEEK. KAMINSKI FORMERLY HEADED THE COMMERCIAL OFFICE IN CHICAGO AND PLAYED AN IMPORTANT ROLE IN THE INTERNATIONAL HARVESTER AND OTHER NEGOTIATIONS.

6. WE HAVE JUST LEARNED THAT KAMINSKI PLANS TO LEAVE FOR CANADA DURING THE WEEK OF AUGUST 2 AND TO PROCEED DIRECTLY FROM THERE TO THE U.S. WE WOULD APPRECIATE HAVING A TENTATIVE INDICATION OF APPOINTMENTS BY AUGUST 2. WE HAVE ASKED KAMINSKI TO CALL COMMERCE (LOTARSKI OR STECHSCHULTE) UPON ARRIVAL TO CONFIRM ARRANGEMENTS.

DAVIES

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 WARSAW 05164 270806Z

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976WARSAW05164
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760288-0927
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760715/aaaaanor.tel
Line Count: 107
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hackerp0
Review Comment: n/a
Review Content Flags:
Review Date: 19 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 MAR 2004 by ThomasVJ>; APPROVED <06 JAN 2005 by hackerp0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: FURNITURE-MANUFACTURING COMPLEX
TAGS: BTIO, BEXP, BTRA, PL
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006